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Message Text

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PAGE 01 DAKAR 05628 181423Z

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ACTION AF-04

INFO OCT-01 SS-14 ISO-00 EB-03 INR-10 CIAE-00 DRC-01 RSC-01

/034 W
---------- 031534
R 181255Z DEC 73
FM AMEMBASSY DAKAR
TO SECSTATE WASHDC 5344

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LIMDIS

EO 11652: NA
TAGS: ETRD, SG
SUBJ: IHC HOTEL PROJECT: DIOUF LETTER

FOR AMBASSADOR AGGREY AND VINCENT AF/W FROM CHARGE

1. BELIEVE HILTON POSSIBILITY ONLY WISHFUL THINKING ON PART OF TOURISM DIRECTOR MOUSTAPHA FALL. US EDUCATED FALL MAY CONSIDER HIMSELF US STYLE TYCOON AND MAY THINK HE CAN FORCE IHC TO ACCEPT HIS CONDITIONS UNDER THREAT OF ALTERNATE HOTEL CORP AS HE MENTIONED IN LATEST MEETING. HOWEVER, WE HAVE NO INDICATION THAT HILTON OR OTHER HOTEL CORP IS INTERESTED IN PROJECT OR THAT GOS HAS CONTACTED THEM. IN FACT, PROPOSED DAKAR HILTON PROJECT HAS LINGERED NEARLY AS LONG AS IHC.

2. APPEARS THAT DIOUF, WITH LITTLE EXPERIENCE IN INTERNATIONAL AND ESPECIALLY AMERICAN, BUSINESS NEGOTIATIONS MAY BE FOLLOWING FALL'S ADVISE ON IHC. FALL SEEMS DETERMINED TO MAKE RECORD AS TOUGH BARGAINER BUT APPEARS TO BE OVERPLAYING HIS HAND.

3. FALL RECENTLY TRIED SAME MANEUVER WITH BOEING CORP, SUDDENLY INCREASING DEMANDS WHEN ALL APPEARED TO BE SETTLED. BOEING THREATENED TO LEAVE UNLESS ORIGINAL CONDITIONS ADHERED TO AND NOW APPEARS THAT FALL WILL ACCEPT.

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4. APPEARS TO US FALL'S PROBLEMS IS EXCESS OF ZEAL. PERHAPS AMB COULBARY CAN SUGGEST WAY TO TAME HIM SHORT OF BRINGING

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IN SUCH BIG GUNS AS MORSE AND KOBELINSKI, WHICH MIGHT
RESULT IN GOS HAVING THIRD NEW TOURISM DIRECTOR IN LESS THAN
A YEAR.
PERKINS

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Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: HOTELS, DEVELOPMENT PROGRAMS, NEGOTIATIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 18 DEC 1973
Decaption Date: 28 MAY 2004
Decaption Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: elyme
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973DAKAR05628
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: DAKAR
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19731219/aaaaanvo.tel
Line Count: 65
Locator: TEXT ON-LINE
Office: ACTION AF
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: LIMDIS
Original Previous Classification: n/a
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Page Count: 2
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: LIMDIS
Reference: n/a
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Review Authority: elyme
Review Comment: n/a
Review Content Flags:
Review Date: 10 JAN 2002
Review Event:
Review Exemptions: n/a
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Review Media Identifier:
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